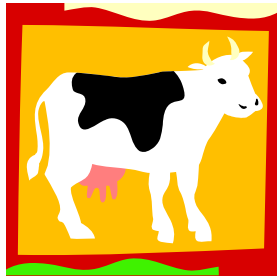


The Flow of Meat & Poultry



Presented by:

Peggy Cantfil, FNS – Food Distribution – Operations

Rex Barnes, AMS - Poultry

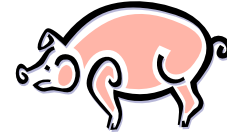
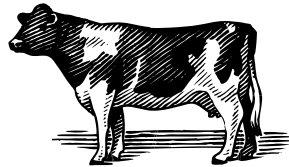
Bill Sessions, AMS - Livestock

Linda Hubeny, State of Connecticut

Skip Skinner, State of Washington



Year Round Buying



June – July Meat & Poultry SY 07 Surveys

- ✓ Smothers out supply and production
- ✓ Better prices in late spring and fall vs. summer
- ✓ Most appropriate for bulk at end of the SY
- ✓ Feeds the pipeline for the new SY



State or District Bulk Request Dates... ???

What do they mean??

- ✗ LV - Beef and Pork
 - ✗ Frozen – 1st and 2nd half of month requested
 - ✗ Boneless fresh - 3 day window
- ✗ PY - Chicken, Turkey and Eggs
 - ✗ Chilled – AMS coordinated with Processor – Vertically integrated
- ✗ Processor controls production and inventory –
 - ✗ things change

End of year purchases.....

Carry over implications...



**Inventory
and
Entitlement**



???

- ✗ How to charge RA entitlement crossing SYs
- ✗ Entitlement draw down should occur on the front end with raw material order.
- ✗ Will the processor store? What are the cost of a direct delivery for State/School storage?

Substitution and Negative Inventory



OK BUT....

- ✗ There are **risks** when YOUR order hasn't been purchased
- ✗ If in negative inventory States don't cancel
- ✗ Coordinate and communicate with processor--FNS-HQ will not cancel orders

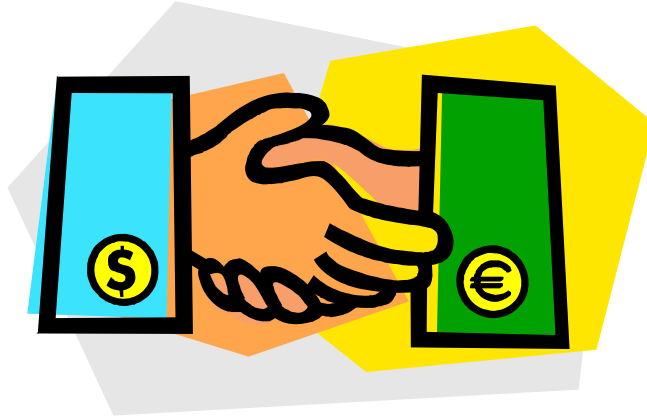
Start to Manage



- ✓ Raw inbound nationally
- ✓ Spreading out orders for the large bulk programs

- ✓ Split shipment across available delivery dates
- ✓ Use BB on ECOS & coordinate with processor request dates

Dollars set aside in the plan.....



- ✓ How States "request" dates--
coordination with processor
- ✓ FNS monitors dollars nationally--
creating invitations based on
request--then market takes over